

Air Force Sustainment Center

Small Business Program



Mr. James Dean
AFSC/SB-Hill
3 Dec 2020



Purpose

Conducting outreach to encourage Small Business expansion in meeting the demands of the AF Mission in supporting the warfighter.



Overview

- **AFSC Portfolio**
- **Role of Small Business Office**
- **Role of Small Businesses**
- **How to do Business with the Air Force**
- **How can you affect the Acquisition Strategy**
- **Dynamic Small Business Search Tool**
- **How to find AFSC Requirements**
- **Activities Supported**
- **AFSC/SB Organization Chart**



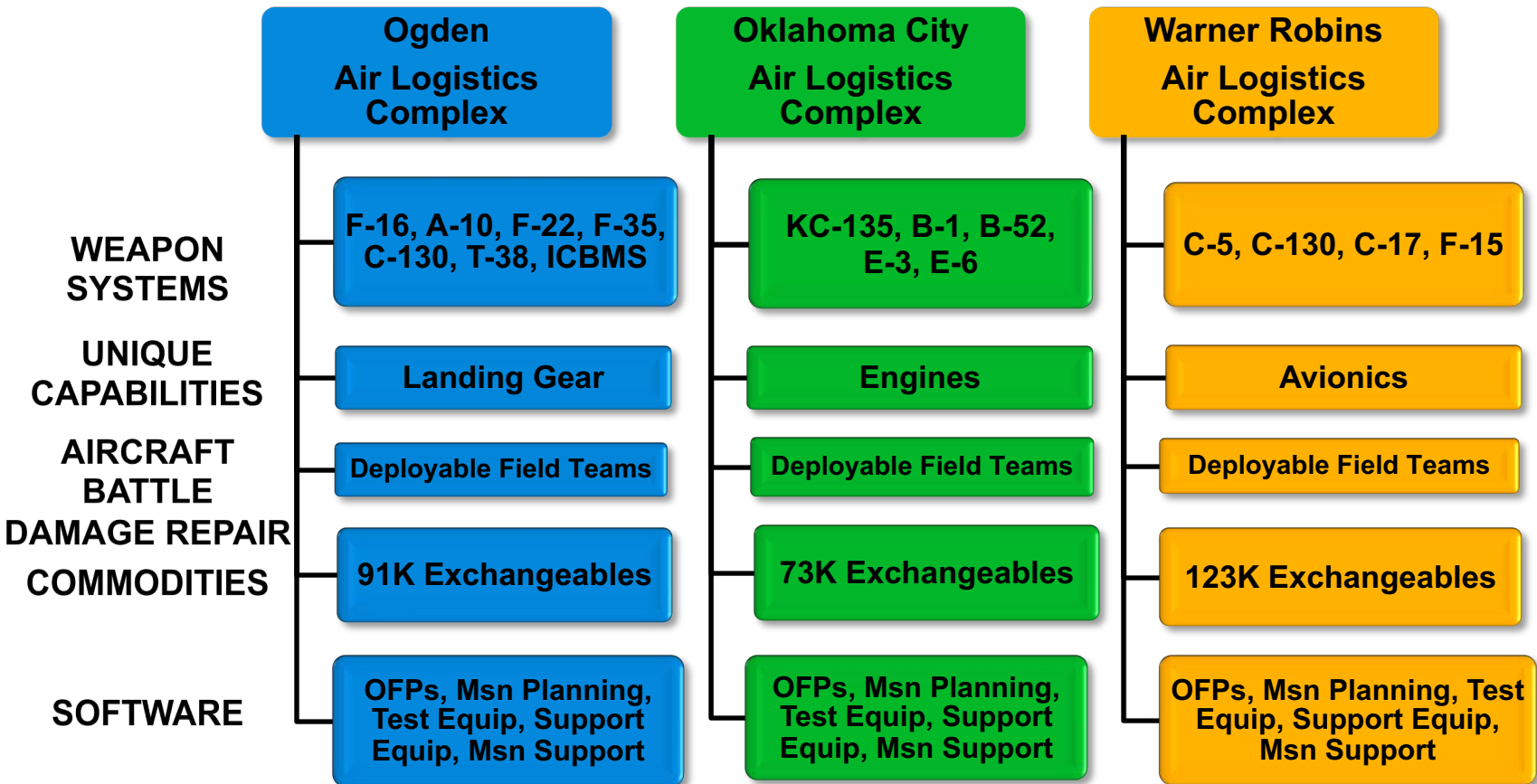
Geographically Display of AFSC Footprint



Delivering combat power for America!



AFSC Maintenance Complexes



NATIONAL STRATEGIC VALUE



Supply Chain Wings



448th Supply Chain Management Wing
~ Tinker AFB ~



- Single Air Force wholesale Supply Chain Management Wing
- Management of critical items for the nation's nuclear enterprise
- Warfighter support through lens of Weapon Systems Asset Availability
- Plan and execute repairable spares requirements
- \$6.2B budget authority
- 60+ partner nations



635th Supply Chain Operations Wing
~ Scott AFB ~



- First-responders 24/7/365 for retail supply
- 100% Positive Inventory Control of Nuclear Weapons Related Materials (NWRM)
- WRM global management
- Vehicle/Equipment Mx Support (VEMSO)
- AF Petroleum Agency (AFPET)
- Basic Expeditionary Airfield Resources (BEAR)
- Consolidated Mobility Bag Activity (CMBA)
- Accurate & timely reporting of supply chain information for warfighter visibility



Scope of 448th Supply Chain



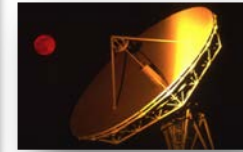
638th Supply Chain Management Group Robins Air Force Base, Georgia

- Common Avionics
- Electronics Warfare
- Special Operations Forces/Personnel Recovery
- Support Equipment
- Auto. Test Systems & Vehicles
- Armament
- Global Hawk



748th Supply Chain Management Group Hill Air Force Base, Utah

- Aircraft Structural and Avionics
- Landing Gear
- Secondary Power
- Intercontinental Ballistic Missile
- Space & Command, Control, Communications & Intelligence
- APT T-X
- F-35



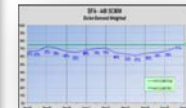
848th Supply Chain Management Group Tinker Air Force Base, Oklahoma

- Aircraft Accessories
- Instruments
- Aircraft Structures
- Propulsion
- KC-46
- B-21



948th Supply Chain Management Group Tinker Air Force Base, Oklahoma

- Enterprise Support for Performance Management, Business Processes & Procedures
- Data Sciences & Analysis
- Budget
- Supply Chain Planning
- Strategic Sourcing
- Workforce Development
- Supply Chain Operations Support
- Foreign Military Sales





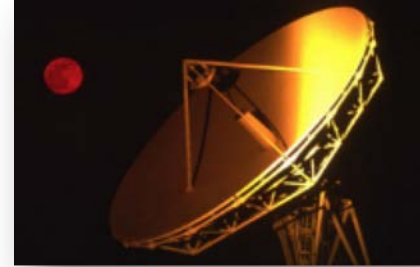
748th Supply Chain Management Group (Hill AFB, UT)

Buy/Repair Historical Budget

Buy	Contract Repair	Organic Repair
\$296M	\$332M	\$376M

Providing Supply Chain Life Cycle Sustainment Support for:

- Intercontinental Ballistic Missiles (414 SCMS)
- Space & Command, Control, Communications and Intelligence (415 SCMS)
- Aircraft Structural and Avionics Systems (416 SCMS)
- Landing Gear (417 SCMS)
- Secondary Power Systems (419 SCMS)



Supplying Warfighter Dominance



Air Base Wings

Airfield Management



Installation Security



Medical Support



Mission Support



Information



Facilities/Infrastructure



Financial Support



Contractors



Families



Retirees



Airmen



Delivering combat power for America!



Role of the SB Office

(Performs these services for AFSC, AFLCMC, and AFNWC)

■ **Maximize SB Participation**

- Engage early with our acquisition teams
- Provide Input on RFIs/Sources Sought Synopsis, if requested
- Make Set-Aside Recommendations
- Acquisition Strategy Panels
- Publicize SB Programs

■ **Counsel Contractors – Small Business Advocate**

- Advise what the Base/Complex/Supply Chain procures
- Coordinate Inquiries/Guidance Requests

■ **Small Business Administration (SBA) Liaison**

- Acquisition Strategy (NAICS; SB Set-Aside; Subcontracting Plans)
- Size Challenges

Ref: DOD Directive 4205.01; AFI 90-1801; DFARS 219.201 & PGI 219.201; and AFFARS 5319.201



Role Of the SB Office (cont.)

(performs these services for AFSC, AFLCMC, and AFNWC)

■ **SB Outreach**

- Interaction with Industry; Tinker & the Primes; Indian Country Business Summit; Focus on Defense; Dixie Crowe – Symposium; local PTAC Events, Industry Days, etc.

■ **Education**

- Internal and External Customers
- Advise & Assist Acquisition Personnel on SB Matters

■ **Source Development**

- Market Research/Sources Sought
- Source Approval Request (SAR) Process Focal Point

■ **Track SB Performance Expectations (SLPE)**

(AKA: Small Business Goals)

Ref: DOD Directive 4205.01; AFI 90-1801; DFARS 219.201 & PGI 219.201; AFFARS 5319.201 and FAR Subpart 10



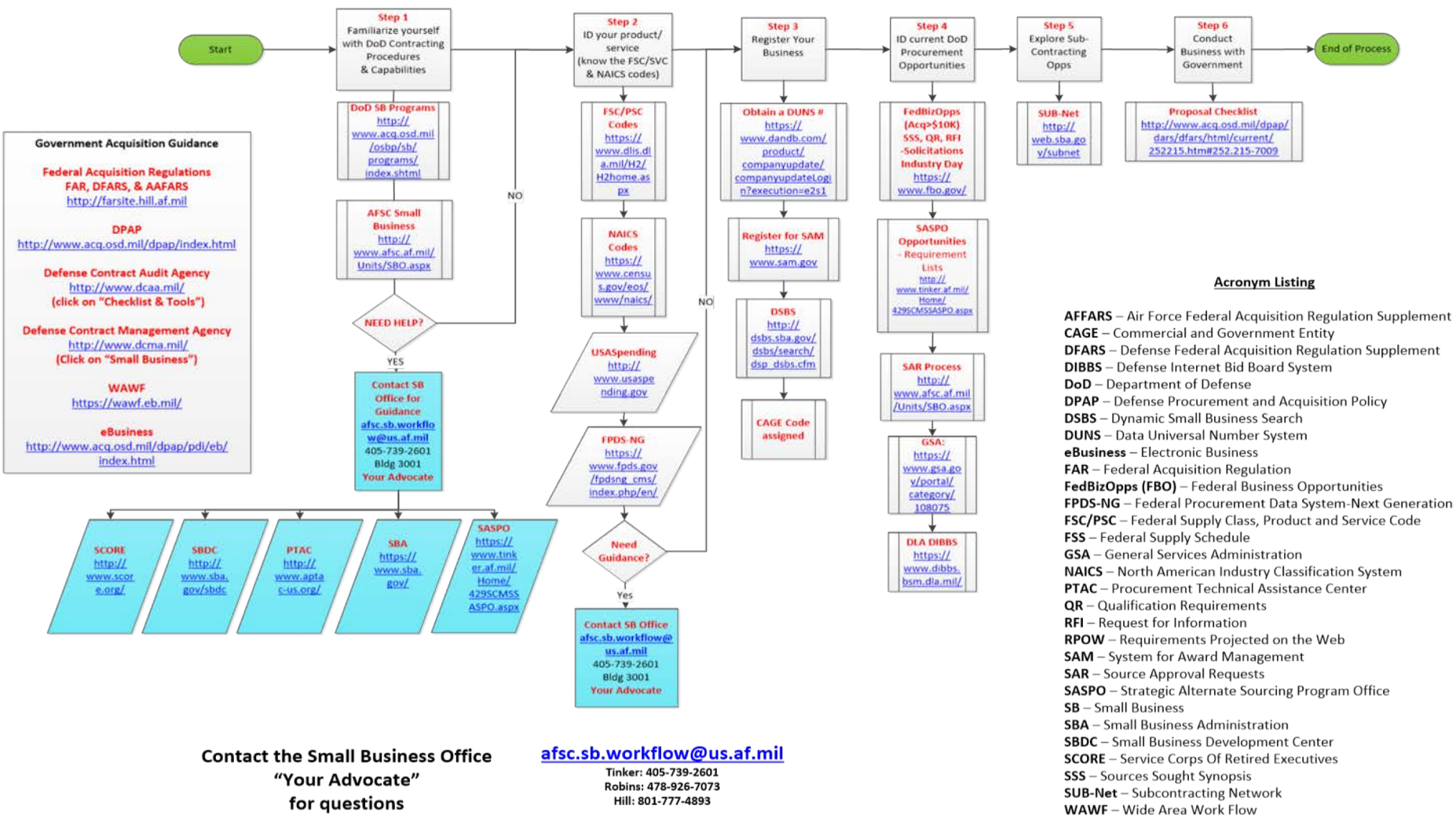
Role of Small Businesses

- Educate yourself on who is buying what you're selling
 - [BetaSam.Gov](#) (reports)
 - [USASpending.Gov](#)
 - Utilize your Procurement Technical Assistance Centers (PTAC offices) first, then contact DoD agencies
 - Learn to speak the language (FAR, DFAR, AFFARS, LPTA, BEST VALUE, CONTRACT CLAUSES)
<http://acquisition.gov>
 - Learn the strategic contracts the Gov't uses
 - [WWW.Beta.Sam.Gov](#) is point of entry to Gov't contracts
 - Send capability statements to SBOs
 - Schedule one on one meetings
-



HOW TO DO BUSINESS WITH THE AIR FORCE

August 2017



Contact the Small Business Office
"Your Advocate"
for questions

afsc.sb.workflow@us.af.mil

Tinker: 405-739-2601
 Robins: 478-926-7073
 Hill: 801-777-4893



How Can You Effect Acquisition Strategy?

■ RESPOND!! RESPOND!!! RESPOND!!!

- Request for Information (RFIs)
- Sources Sought Synopsis
- Industry Days/Outreach Events

■ Talk up your capabilities....not business size

■ Let Government know your intentions

- Prime
 - Limitations in subcontracting
- Sub-Contractor
 - What skill-sets and percentage can be performed

■ Keep your profiles up to date

- ***Dynamic Small Business Search*** (NAICS, Keywords, Perf History)
-



SBA's Dynamic Small Business Search Tool

■ Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

- SBA certifies 8(a) and HUBZone
- Search by: Location, Certification (8(a) and HUBZone), **NAICS code**, **Keywords**, CAGE, etc.

■ Excellent Tool for Both Large & Small Contractors

■ Repository Used by AFSC/SBO for SB's We Meet



How to Find AFSC Requirements

■ Search by DoDAAC (DoD Activity Address Code)

- Identifies installation/organization with contracting authority

■ Air Force Sustainment Center (AFSC) DODAACs (Tinker/Robins/Hill DoDAAC list on SBO website at <https://www.afsc.af.mil/Units/SBO.aspx>)

- Tinker Air Force Base - Lead (Tinker), FA81**
- Warner Robins Air Force Base (Robins), FA85**
- Hill Air Force Base (HAFB), FA82**
- Review opportunities to obtain specific DODAACs

■ Other Search Engines to identify your competitors

- USASpending.Gov
- BetaSam.Gov



AFSC Updates

- **MACC (SB Set-aside) - RFP posted 17 Nov**
- **SABER (regional 8a set-aside) – Draft RFP posted this week**
- **Point-of-Use (Full & Open) – RFP mid Dec**
- **AGE (SB Set-aside) – Draft RFP Dec**
- **Special Mission Support (8a Set-aside) – working Acq Plan**
- **OPS- (SB Set-aside) – Req team starting to meet**



Activities Supported FY 20 \$13.4B (\$1.75B to SB)



Tinker

OC-ALC
72nd ABW
848th SCMG

Robins

WR-ALC
78nd ABW
638th SCMG

Hill

OO-ALC
75nd ABW
748th SCMG



E-3
Propulsion
B-1 B-2 B-52
C/KC-135 KC-46
CLS
HF Global
ATCALS

F-15
C-17
C-5
C2ISRSOF/PR
Support Equipment
Vehicles
Automatic Test Sets
Electronic Warfare

F-16
A-10
F-22
MAPA
Space & C3I
Munitions



AFNWC

AFNWC

FY20 Results: \$4.2B
(AFSC \$1.1B;
AFLCMC \$3B AFNWC
\$35M)

FY20 Results: \$5.1B
(AFSC \$495M; AFLCMC
\$4.6B)

FY20 Results: \$4.1B
(AFSC \$482M; AFLCMC
\$2.4B; AFNWC \$971M)

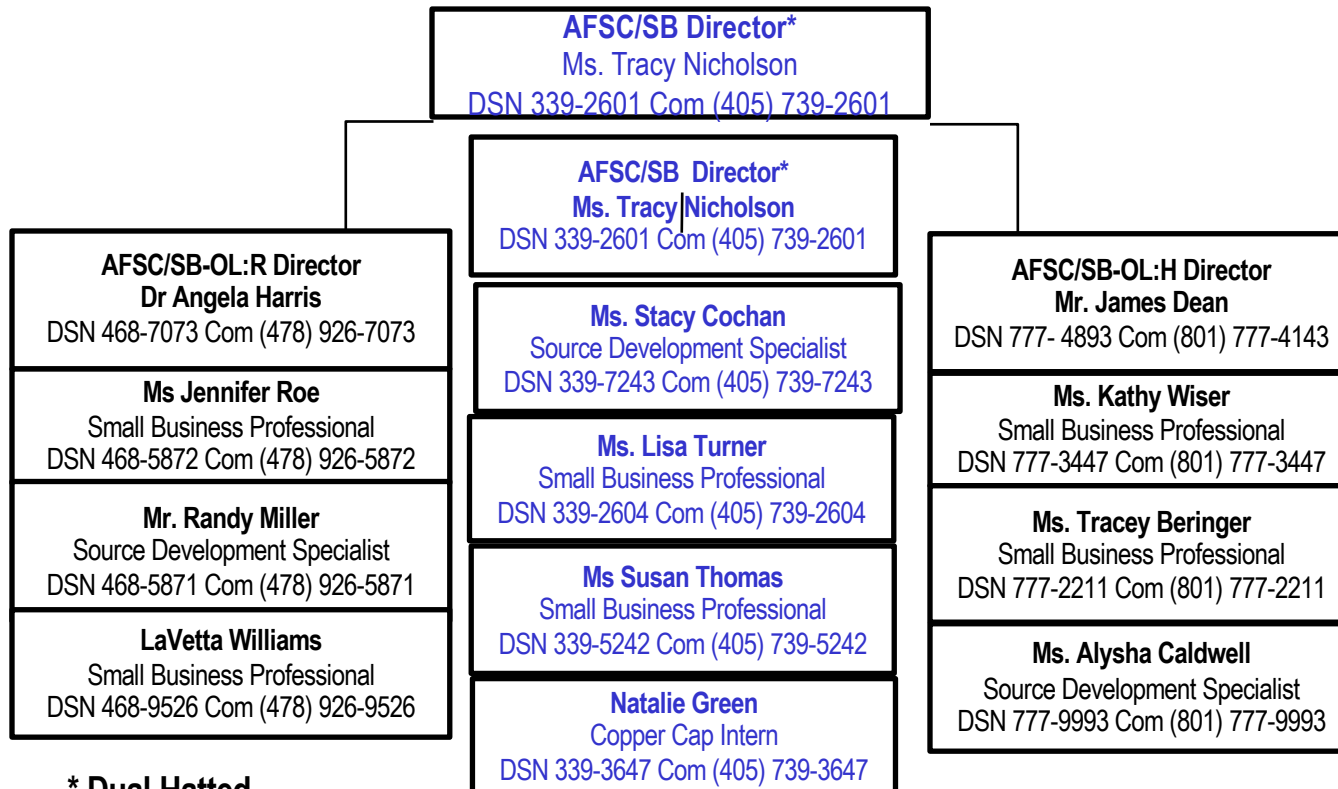
\$681M to SB

\$588M to SB

\$512M to SB



AFSC/SB Organization





Questions?

www.afsc.af.mil/units/sbo/index.asp